

Message Text

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PAGE 01 GUATEM 04413 280204Z
ACTION EB-08

INFO OCT-01 ARA-10 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 /034 W
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FM AMEMBASSY GUATEMALA
TO SECSTATE WASHDC 1106

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E.O. 11652: N/A
TAGS: EAIR, ETRD, GT
SUBJECT: AVIATION DEVELOPMENTS

REF: GUATEMALA 4385

1. SUMMARY: HAROLD HEMKE, REGIONAL SALES MANAGER FOR CENTRAL AMERICA BOEING AIRCRAFT CORPORATION, AND CHARLES SOUTH, SENIOR VICE PRESIDENT OF BRANIFF INTERNATIONAL, HAVE PROVIDED EMBASSY WITH ADDITIONAL VIEWS OF GUATEMALAN AVIATION DEVELOPMENTS. NO ACTION REQUESTED. END SUMMARY.

2. BOEING IS PURSUING PONG-TERM EXPECTATION OF SALE TO GUATEMALA OF BOEING 737 EQUIPMENT. ROUTE STUDIES AND OTHER PROMOTIONAL WORK ARE BEING UPADTED FOR PRESENTATION TO NEW AVIATECA OFFICIALS. HOWEVER, EARLIEST DATE OF DELIVERY WOULD BE AUGUST 1980 WITH MORE THAN TWO YEARS' WAIT IF ORDER NOT PLACED IN IMMEDIATE FUTURE. BOEING BACKGROUND WORK DOES NOT INCLUDE POSSIBILITY THAT AVIATECA WILL BE GRANTED HOUSTON AND/OR DALLAS--FORT WORTH ROUTES. IF CAB APPROVES THESE, TWO 737'S WOULD PROBABLY BE INSUFFICIENT. AT LEAST THREE 737'S OR PERHAPS 727'S WOULD BE INDICATED. HEMKE NO OPTIMISTIC THAT GUATEMALANS WILL MAKE DECISION SOON, BUT AVIATECA'S PRESENT EQUIPMENT, INCLUDING FIVE F-27'S (TWO EXPECTED TO BE DELIVERED NEXT WEEK) IS
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INADEQUATE. AVIATECA HAS CRASHED ONE DC-4 AND TWO DC-3'S IN THE PAST MONTH.

3. CHARLES SOUTH, ACCOMPANIED BY BRANIFF'S LOCAL SALES MANAGER, GUILLERMO MONROY, AND REGIONAL VICE PRESIDENT, CAMILO FABREGA, ADVISED ECONOMIC OFFICER THAT BRANIFF WILL FILE WITH THE CAB FOR RIGHTS TO SERVE GUATEMALA

FROM DALLAS--FORT WORTH WITH ONWARD RIGHTS TO BOGOTA AND
BEYOND. BRANIFF BELIEVES THAT LOCAL CLIMATE IS EXCELLENT
FOR APPROVAL (REFTEL). HE BELIEVES THAT CAB AND
WASHINGTON CLIMATE ARE LIKEWISE POSITIVE. BRANIFF WOULD
PROPOSE INITIAL SCHEDULE OF THREE FLIGHTS PER WEEK USING
727 EQUIPMENT. EXPANSION WOULD FOLLOW DEMAND. SOUTH
CONSIDERS THAT BRANIFF IS EXTREMELY WELL-PLACED TO ASSIST
GUATEMALAN TOURISM OBJECTIVES, PROMOTE IMPROVED OPERA-
TIONS BY AVIATECA AND IMPROVE AIR SERVICE TO GUATEMALA
FROM BOTH THE NORTH AND THE SOUTH. BRANIFF HAS EASTERN'S
ECONOMIC STUDY ON WHICH IT WILL ELABORATE IN ITS OWN
PRESENTATION. BRANIFF BELIEVES THAT GUATEMALAN APPROVAL
CAN BE GENERATED THROUGH HARD PREPARATORY WORK LOCALLY.
SHULER

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Message Attributes

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Disposition Approved on Date:
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